

Message Text

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PAGE 01 SEOUL 05676 300926Z
ACTION COME-00

INFO OCT-01 EA-10 ISO-00 EB-08 /019 W
-----104305 300928Z /20
R 300714Z JUN 78
FM AMEMBASSY SEOUL
TO SECSTATE WASHDC 0000

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E.O. 11652: N/A
TAGS: BEXP, KS
SUBJECT: TOLL ESS

1. THE EMBASSY HAS BEEN INFORMED BY A THIRD PARTY THAT THE
MINISTRY OF COMMUNICATIONS APPROACHED WESTERN ELECTRIC FOR
THE SUPPLY OF "TOLL ELECTRONIC SWITCHING SYSTEMS" LAST DECEMBER.
IN PARTICULAR, WE LEARNED THAT MOC WISHED TO BUY ESS-4 WHICH
THEY CONCLUDED WAS THE BEST IN THE WORLD. THEY REPORTEDLY HAD
DISCUSSIONS WITH T.L. FISHER, MANAGER, INTERNATIONAL OPERATIONS
FROM WESTERN ELECTRIC, GREENSBORO, N.C. 27420, WHO WAS TO
PROVIDE PRICE AND DELIVERY INFORMATION. A SECOND CONTACT WAS
SUPPOSED TO OCCUR AT A TELECOMMUNICATIONS CONVENTION IN
SINGAPORE THIS SPRING, BUT FISHER FAILED TO ATTEND AND THE
WESTERN ELECTRIC MAN WHO DID KNEW NOTHING OF THE PREVIOUS DISCUSSIONS

2. WE ARE VERY CONCERNED THAT WESTERN ELECTRIC HAS APPARENTLY
NOT RESPONDED TO A VERY SUBSTANTIAL SALES OPPORTUNITY. IF
WESTERN ELECTRIC DOES NOT PROVE MORE FORTHCOMING, WE BELIEVE
THE MOC WILL LOOK ELSEWHERE, PROBABLY WESTERN EUROPE AND THAT
A GROWING MARKET WILL BE PERMANENTLY LOST TO THE U.S.

3. ACTION REQUESTED: WE ARE SEEING THE VICE MINISTER OF
MOC ON JULY 6 ABOUT ANOTHER MATTER, BUT WOULD LIKE TO TAKE
UP THIS MATTER AS WELL. HENCE WE WOULD APPRECIATE IT IF
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COMMERCE COULD GET IN TOUCH WITH WESTERN ELECTRIC TO
DETERMINE THEIR INTEREST AND VERIFY WHAT WE HAVE BEEN TOLD
SO FAR.
STERN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Copy: SINGLE
Draft Date: 30 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Handling Restrictions: n/a
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ISecure: 1
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: c4173a83-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
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SAS ID: 2240746
Secure: OPEN
Status: NATIVE
Subject: TOLL ESS
TAGS: BEXP, KS
To: STATE
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vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/c4173a83-c288-dd11-92da-001cc4696bcc
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